

# Sales Development & Growth Intern.

The sales and customer success team at Ciara is responsible for signing people up to Ciara, and getting them to use it, love it, and share it with their colleagues. You will collaborate with many different professionals & departments, build long-lasting relationships with customers, and actually see your contributions to Ciara's success pay off.

## YOUR OPPORTUNITIES.

- ✓ Conduct research, prospect, and reach out to prospects that have shown interest in Ciara.
- ✓ Draft, implement, & measure success of manual and automated email outreach in Hubspot.
- ✓ Own your sales cycle, from prospecting to closing deals.
- ✓ Constantly suggest and implement improvements in the sales administration process.
- ✓ Gather customer feedback to generate ideas for the product vision and roadmap.
- ✓ Research and discover new sales channels to target and acquire new users.
- ✓ Position can result in a full-time contract after the internship is over.

## ABOUT YOU.

- ✓ You are a student in or recently graduated from the field of business, communications, or sales.
- ✓ You speak fluent German and English.
- ✓ You have solid organizational and prioritization skills.
- ✓ You are a strategic thinker who enjoys finding out-of-the-box solutions to complex problems.
- ✓ You have an analytical mind, taking initiative and accountability for your own projects.

## WHY CIARA?

- ✓ We foster a culture of fast progress, open communication, and personal advancement. You'll learn what it takes to build a young company and get your own ideas to work.
- ✓ We work and celebrate as one strong team and support you to reach your goals. Individual learning is important to us and we'll help you make huge steps forward in a short time.
- ✓ We pay a competitive salary and provide you with all the personal freedom you need to get your job done your way.
- ✓ We offer remote & flexible work with an office in the heart of Munich.

**Does this match your expertise, experience, and aspirations?  
Apply here - no cover letter necessary.**

**Apply now!**